

*RJReynolds*  
Tobacco Company

January 25, 1996

**JACK GEETING**  
Account Executive

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**TO: ALL ROU'S**

Please distribute to all personnel with Kmart stores  
Copy affected DM's and RM's

**SUBJECT: KMART - CID 0002-XX-XX  
CONTRACTS**

Ladies and Gentlemen:

Over the past few months, we have gotten several reports that some Kmarts have been removing the PFD display (PFD KMT). Everyone should be aware that if the PFD is removed, no contract dollars should be paid.

Therefore, if you have a store(s) which has removed the PFD from the floor and you feel there is no chance of replacing it soon, please end the contract. This will give us a better read on the actual number of stores which have removed the display and eliminate the possibility of paying for fixtures not on location.

Thanks for your help.

Sincerely,

*Jack*

Jack Geeting

cc AVP's  
RSM's  
Dennis Bellinger

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